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ECONOMIC AND COMMERCIAL GEOGRAPHY

The Trade of the World. By James D. Whelpley. 436 pp. Ills., index. The Century Co., New York, 1913. $2. 8½ x 6.

This small volume discusses in convincing style the factors which have been successful in the world's trade and emphasizes the idea that the success which comes to any nation in its struggle for a part of the world's markets rests on something more than a surplus of commodities. Common sense, an appreciation of the people who barter and courage are some of the talents which lead to successful commerce.

An intimate exposition of the position and policy of the leading commercial nations, Great Britain, Germany, France, and others, fill most of the book and a short chapter on the foreign trade of the United States concludes it. While to the States are allotted only thirty-five pages, still the entire book, in a sense, relates to the trade policy of the home land, as constant comparison of the various nations and the United States runs through the volume. There is no better way to give our merchants a fuller appreciation of the necessities of the situation than to show how anxiously foreign sellers study the desires and even whims of their buyers. In some ways we excel the merchants of other lands; in others we are indifferent, and in still others a stable or acceptable policy is altogether wanting. A broad view of the diplomatic service of the United States, which urges that a consul should be thoroughly familiar with the needs of the country to which he is sent in order that he may report upon not only the field but also the peculiar demands of customers, seems to the author a most valuable adjunct to our trade policy.

ROBERT M. BROWN.

OTHER BOOKS RECEIVED

These notes do not preclude more extended reference later

NORTH AMERICA

DIE KULTUR DER PUEBLOS IN ARIZONA UND NEW MEXICO. Von Heinrich Eickhoff. *Studien & Forschungen zur Menschen- und Völkerkunde, IV.* 77 pp. Strecker & Schröder, Stuttgart, 1908. 9½ x 6½.

THE LIVING AND FOSSIL FLORA OF WEST VIRGINIA. Part 1: The Living Flora. By C. F. Millspaugh. Part 2: The Fossil Flora. By D. White. xiii and 491 pp. West Virginia Geol. Surv., Vol. V (A). Morgantown, W. Va. $1.50. 9 x 6½.

THOMAS POWNALL, GOVERNOR OF MASSACHUSETTS BAY, author of the letters of Junius. With a supplement comparing the colonies of Kings George III and Edward VII. By Charles A. W. Pownall. 1722-1805. ix and 470 pp. Ills., index. H. Stevens, Son & Stiles, London, 1908. 10 x 6½.

AFRICA

EIN AUSFLUG INS ALTCHRISTLICHE AFRIKA. Zwanglose Skizzen von Frz. Wieland. 195 pp. Ills. J. Roth'sche Verlagshandlung, Stuttgart, 1900. 8½ x 6.

ROMAN AFRICA. An Outline of the History of the Roman Occupation of North Africa based chiefly upon inscriptions and monumental remains in that country. By Alexander Graham. xiii and 325 pp. Maps, ills., index. Longmans, Green & Co., London, 1902. 9½ x 6.

CONQUEST AND COLONISATION IN NORTH AFRICA. Being the Substance of a Series of Letters from Algeria published in the "Times," and now by Permission Collected, with Introduction and Supplement, containing the most recent French and other information on Morocco. By Geo. Wingrove Cooke. xvii and 246 pp. Map. W. Blackwood & Sons, Edinburgh, 1860. 7½ x 5.

MAROKKO. Reiseschilderungen von Siegfried Genthe. Herausgegeben von